

Message Text

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PAGE 01 CANBER 04748 080017Z

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 AS-01 /018 W
-----094688 080608Z /20

R 072351Z JUL 77

FM AMEMBASSY CANBERRA

TO SECSTATE WASHDC 806

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E.O. 11652: N/A

TAGS: ETEL, BTIO, EINV, EQIP, ETRD, AWRD, AS

SUBJECT: ITT INTEREST IN GOA TELEPHONE EQUIPMENT PURCHASE

REF: (A) STATE 153830, (B) CANBERRA 4171

4. PER STATE 153830, PURDY JULY 5 REQUESTED APPOINTMENT AND CALLED ON AMBASSADOR JULY 6 ACCOMPANIED BY DEEGAN, MANAGING DIRECTOR, STANDARD TELEPHONES AND CABLES OF SYDNEY.

2. PURDY REPEATED ESSENTIALLY THE CASE OUTLINED TO PERCIVAL DURING JUNE 3 CALL. HE ALSO REVIEWED STATUS OF PROCUREMENT DECISION IN GOVERNMENT, INDICATING TELECOM AND AUSTRALIAN TELECOMMUNICATIONS COMMISSION ARE REVIEWING ENTIRE QUESTION AND WILL REPORT FURTHER TO MINISTER FOR POST AND TELECOMMUNICATIONS JULY 21 CONFIRMING OR MODIFYING EARLIER RECOMMENDATION THAT AWARD GO TO ERICSSON OF SWEDEN. ITT EXPECTS CABINET DECISION IN MID-AUGUST.

3. PURDY REQUESTED AMBASSADOR, IN EVENT TELECOMMUNICATIONS COMMISSION'S JULY 21 RECOMMENDATION REAFFIRMS PREFERENCE FOR ERICSSON EQUIPMENT, TO BE PREPARED TO MAKE REPRESENTATIONS TO MINISTER FOR POST AND TELECOMMUNICATIONS. SPECIFICALLY, PURDY URGES AMBASSADOR CONCENTRATE REPRESENTATION ON FACT THAT UNLESS ITT RECEIVES AT LEAST HALF OF AWARD, IT WILL SELL FACTORY ESPECIALLY CONSTRUCTED IN ANTICIPATION OF
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AUSTRALIAN REQUIREMENT FOR ELECTRONIC TELEPHONE EQUIPMENT, AND DISBAND TECHNICAL STAFF AND CAPABILITY ASSOCIATED WITH IT. ITT CONTENDS THIS FACTORY AND CAPABILITY ESTABLISHED WITH ENCOURAGEMENT FROM GOVERNMENT AND THAT GOA'S FAILURE TO PLACE BUSINESS WITH ITT INVOLVES ETHICAL AND MORAL BREACH OF TACIT AGREEMENT. (U.S. TRADE CONTENT IN TRANSACTION IS ESTIMATED

AT \$35-50 MILLION, WHILE BELGIAN AND AUSTRALIAN CONTENT ARE APPROXIMATELY \$50 MILLION AND \$400 MILLION RESPECTIVELY.)

4. EMBASSY INDICATED ITS DESIRE TO BE OF ALL POSSIBLE ASSISTANCE IN THIS MATTER AND URGED PURDY AND DEEGAN TO PROVIDE MORE PRECISE INFORMATION ON EXACT CHARACTER AND FORM OF UNDERSTANDING OR COMMITMENT WHICH THEY CONSIDER WOULD BE VIOLATED IN EVENT BUSINESS AWARDED ERICSSON. EMBASSY ALSO RENEWED ITS REQUEST FOR "POSITION PAPERS" ON VARIOUS ITT CONTENTIONS WHICH PURDY AND DEEGAN HAD PROMISED IN JUNE 3 MEETING AND IN RESPONSE TO FOLLOW-UP EMBASSY INQUIRY ON JUNE 9.

5. EMBASSY NOW AWAITING SPECIFICS WHICH PURDY AND DEEGAN HAVE AGAIN PROMISED TO FURNISH, IN ORDER TO EVALUATE BASIS FOR REPRESENTATIONS. ALSTON

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Message Attributes

Automatic Decaptioning: X
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Current Classification: UNCLASSIFIED
Concepts: PROCUREMENT, TELEPHONE EQUIPMENT
Control Number: n/a
Copy: SINGLE
Sent Date: 07-Jul-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
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Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1977/newtext/t19770784/aaaacvbd.tel
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Litigation Code IDs:
Litigation Codes:
Litigation History:
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TAGS: ETEL, BTIO, EINV, EQIP, ETRD, AWRD, AS
To: STATE
Type: TE
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